



E-blast Issue

NABIP-NJ NEWS



This Issue of the NABIP-NJ News is sponsored by



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April 2026



NABIP New Jersey Annual Conference



May 4-6,
2026

Caesars,
Atlantic City, NJ

NABIP-NJ 2026 Conference May 4-6, 2026 Register Now!

The NABIP-NJ Annual Conference Committee, under the leadership of Conference Chair **Greg Roth**, is planning this year's can't-miss event, taking place May 4–6 at Caesars Resort in Atlantic City. Get ready for an informative, fun, and exciting conference featuring CE courses, exhibitors, networking events, prizes, and some new twists.

Sponsors and Exhibitors: Don't miss the opportunity to showcase your brand in front of 600 industry professionals! Click [HERE](#) to register.

The conference kicks off with a round of golf on Monday, May 4 at a *new* location—Ballamor Golf Club in Egg Harbor Township. Click [HERE](#) to register for the golf outing.

Six CE credits will be offered on Monday from 10 a.m. – 4 p.m., beginning with a three-credit Ethics course. If ethics is not needed but you'd like to start early, join us at 11:30 a.m. for a one-credit Long-Term Care course.

After a full day of learning—and once the golfers return—don't miss the Welcome Reception featuring complimentary cocktails, great food, and your first look at our expanded exhibit hall. This year's reception will take place from 4–6 p.m.,

Membership Update

NABIP-NJ is pleased to welcome the following new and returning members:

Malegni Abreu

Nicholas Arrigan

Robert Bellamente

Frank Blough

Richard Brenner

Rico Camacho

Elizabeth Feltus

Vanna Frosoni

Jennifer Libetti

Tracy Maloney

Andrew Makarevich

Stacy McBride

Maria Natal

Peter Palmieri

Peter Renga

Samuel Roth

Noel Santiago

Frederick Torlish

We look forward to seeing all of you at future events!

Members - let's not stop here. Join us in our recruiting efforts as often as you can.

Joining NABIP-NJ is simple! Non-members can click [HERE](#) to join online or click [HERE](#) for a membership application to email or fax.

allowing time for private company dinners afterward.

Tuesday, May 5 will be action-packed, beginning with our general session honoring the 2026 Lou Mattei Award winner, along with additional state and local award recipients. You'll also hear from three powerhouse keynote speakers: **Scott Aaron** (best-selling author, speaker, and podcast host), **Lester J. Morales** (Founder & Managing Partner, Dysrupt Healthcare), and **Connie Podesta** (motivational speaker).

Following the morning session, the exhibit hall will reopen for a buffet lunch and ample time to connect with exhibitors—both familiar faces and new vendors.

This year we are tailoring Tuesday afternoon's presentations to the broker, focusing on professional development. We will featuring in-depth sessions from our keynote speakers to help you build your business. **Connie Podesta** will expand on her morning presentation on Stand-Up Communication. **Scott Aaron** will lead a hands-on session on using LinkedIn to grow your business. **Lester Morales** will present a one-credit CE session titled *"Healthcare Isn't Broken—it's Working Exactly as It Was Designed."*

An additional three CE credits will be offered Wednesday morning from 9–11 a.m., bringing the total available credits to **ten**. Click [HERE](#) for the full schedule.

Be sure to join our annual wellness event on Tuesday from 5:15-6 p.m. Take in some fresh air on the boardwalk with a run, walk, or stretch session. To participate, email us with the subject line "Wellness Event" and include your t-shirt size.

The early bird deadline is approaching! Register by April 3 to secure discounted rates: \$195 for members and \$245 for non-members. After April 3, rates increase by \$30.

First-time attendees are eligible for special pricing. Through April 3, registration is just \$95 for members and \$135 for non-members. After the deadline, rates increase to \$125 and \$165, respectively. Call Conference HQ at 908-349-0789 to claim this offer—ask for Andrea.

As an added bonus, your registration includes access to the NABIP-NJ Party at the Wild Wild West Casino on Tuesday from 6:30–10 p.m. Enjoy live music from Nick Ryan and the Mess, along with great food and an open bar. This year's theme is "Jeans and Jerseys," so start planning your outfit!

Don't miss a minute of this incredible event. For sponsorship opportunities or questions, contact the

Just a few hours of active membership each month could earn you unlimited rewards in growing your client base and keeping them well-informed!

Contact your local chapter president to learn what NABIP-NJ can do for you.

association management office at 908-349-0789 or info@nabip-nj.org.

[Register HERE](#)

Advocacy in Action: NABIP-NJ Engages with Federal and State Leaders

NABIP-NJ Chapter President **Jim Lardiere** and South Chapter Legislative Committee Chair **Tamalyn C. Wandler** attended a recent luncheon hosted by **Congressman Donald Norcross**, featuring special guest **Governor Mikie Sherrill**. ✨

Through continued engagement in important discussions, NABIP-NJ remains committed to advocating for solutions that benefit brokers, employers, and the clients they serve.



Toby Stark attended **Congressman Pallone's** election kickoff party at 26 West on the Navesink.



Register Now for Golf!

NABIP-NJ Annual Golf Outing



Monday, May 4, 2026 • 9 am Shotgun Start

— Ballamor Golf Club, Egg Harbor Township, NJ —

[REGISTER FOR GOLF HERE](#)

Spotlight on Heather Barker



NABIP-NJ is proud to spotlight **Heather Barker**, secretary of the South Jersey Chapter!

Heather has proudly called Burlington County home her entire life. After marrying her husband, Michael, in 2003, she stayed close, just moving to the next town over! Together, they have two children, Mason (18) and Chloe (14), along with their red lab, Marlie, who keeps things fun at home.

Her journey into the industry began in 1999 when an unexpected opportunity led her to transition from working at a daycare into a role at a brokerage firm. That leap of faith sparked a career she's continued to build ever since. In 2004, Heather moved into the general agency space, where she found her niche collaborating with brokers and carriers. Today, she serves as an Account Manager at Kistler Tiffany Benefits and continues to thrive in her role.

Inspired by colleagues and friends, Heather became involved with NABIP-NJ to deepen her industry connections and give back. Over the past two years, she has served on the South Jersey Chapter board, first as Awards Chair and now as Secretary, playing an important role in supporting chapter initiatives and member engagement.

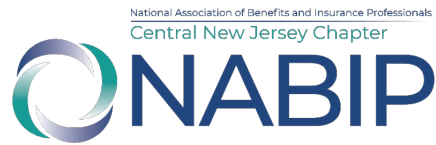
Looking ahead, Heather is eager to become even more involved, attend additional events, and continue building meaningful connections within the industry.

Her advice to young brokers? "Get involved early and take full advantage of networking opportunities and resources—those connections can make all the difference."

Outside of work, Heather enjoys spending time with family and friends, especially during the summer at the shore or out on a boat. She also loves escaping to her cabin in upstate New York and embraces the outdoors year-round. In addition, she gives back to her community through the Ladies Auxiliary at her local volunteer firehouse, volunteering her time and staying actively involved.

Chapter Reports

Central Chapter



The NABIP NJ Central Chapter proved that a little snow couldn't stop a great time! Despite wintry weather, members showed up in full spirit for the St. Patrick's Day Happy Hour on March 12 at Galloping Hill Golf Course—and it was well worth the trip.

The afternoon was filled with everything that makes these gatherings fun: great appetizers, meaningful networking, plenty of laughs, and engaging conversations with colleagues across the industry. The festive atmosphere, combined with a touch of unexpected snow, made for a truly memorable event.

"A special thank you to Emerson Rogers for helping make this annual March social such a success. Their continued partnership plays a key role in bringing members together year after year." Central Chapter President **Michele Burke** said. "And a big shoutout to **Maggie Abitanto** for her support and efforts in making the event run so smoothly."



South Chapter



Last month, the South Chapter hosted a WOW Meeting at Laurel Lanes which was the perfect blend of education, networking and fun, bringing together industry professionals for an engaging and energetic afternoon.

Attendees had the opportunity to gain valuable insights from an outstanding lineup of speakers who covered some of the most important topics shaping our industry.

"A huge thank you to all our sponsors," South Chapter President **Jessica Jones** said. "This was a very informative meeting which enhanced our members' knowledge about ancillary benefits."

Looking ahead to April 15 from 8:30 a.m. – 12 p.m., the South Chapter has another exciting event planned with a PEO Roundtable at the Ramblewood Country Club in Mt. Laurel. The event is dedicated to building stronger, more collaborative partnerships. Our participating vendors are experts at working with brokers to identify the best-fit solutions for your clients, ensuring you remain their most trusted advisor.

The cost is \$25 for members, \$50 for non-members.

Click [HERE](#) for more information and to register.



Coastal Chapter



On March 18, the Coastal Chapter hosted a 2-credit virtual CE course from 9 – 11 a.m. The course, *The Evolution of Healthcare Benefits in America*, was presented by **Steve Honig** of OCA.

“Educational sessions like this provide our members with the knowledge and perspective they need to better serve their clients in an ever-changing landscape.,” Coastal Chapter President **Nick Matrongolo** said. “Thanks to Steve for taking time to speak to us.”

On April 22, at the Jumping Brook Country Club from 9 a.m. - 1 p.m., the Coastal Chapter will host its Making Waves annual meeting featuring keynote speaker, **Devin McCourty**, 3x Super Bowl Champion and NBC Football Night in America Host. The meeting will speak about leadership, discipline and winning culture – the same mindset that builds champions on the field can transform how you lead and make waves with your business.

The cost is \$50 for members and \$75 for non-members.

Click [HERE](#) for more information and to register.

North Chapter

The North Chapter's March meeting featured March Madness Happy Hour at Hops Craft Bar in Morristown. The Happy Hour was a slam dunk, bringing together members, colleagues, and friends for an afternoon filled with connection, conversation, and a little friendly competition. The atmosphere was lively, with brackets being debated, laughs shared, and new relationships formed alongside familiar faces reconnecting.



A special thank you to our event sponsor, **Ryan Doyle** of Pacific Life, whose support helped make this memorable gathering possible.

"Events like this are what our chapter is all about—bringing people together in a relaxed setting where real connections happen. The energy in the room was incredible, and it's clear our momentum is only continuing to grow." North Chapter President **Frank Basile** said.



North and Central Chapters

Coming up on April 15, the North and Central chapters will present a premier executive panel at the Galloping Hill Golf Club from 8:30-11 a.m.

The topic will be, *The Future of Healthcare - What Brokers Need to Know*. Industry leaders will share insights on cost trends, innovation, and strategies that will shape how we advise clients in the years ahead. This is a unique opportunity to hear directly from the decision-makers driving change in our industry.

Featured Panelists include:

- **Pete Hopkins**, Senior Sales Executive, Aetna
- **Michael Murphy**, Vice President of Sales, AmeriHealth
- **John Foley**, Vice President of Sales, Cigna
- **Monica Johnson-Hunt**, Senior Sales Director, Consumer and Commercial Business, Horizon BCBS of NJ
- **Brian Mannion**, Vice President of Account Management, Oxford Healthcare

The cost is \$30 for members and \$50 for non-members.

For more information and registration, please click [HERE](#)

Check out NABIP's Programs

President's Triple Crown Program

NABIP created the [President's Triple Crown Program](#) to recognize members whose individual contributions help advance the association's mission. Like baseball's Triple Crown, it recognizes accomplishments in three key areas. However, while baseball's Triple Crown hasn't been won in years, NABIP's Triple Crown can be won annually by every one of our members.

Criteria:

To qualify for the Triple Crown, within the calendar year (01/01-12/31), a member must:

- NABIP PAC: Participate in \$12 x 12 draft program or contribute \$150 total for the year
- Membership: Recruit two or more new members
- Advocacy: Use Operation Shout to send three or more messages

Registered Employee Benefits Consultant® (REBC®) designation

Earning the Registered Employee Benefits Consultant® (REBC®) designation elevates your credibility as a professional, and the field of employee benefits continues to evolve rapidly. Displaying a nationally recognized designation after your name represents the credentials required to uphold continuing professional development. Simply earning CE credits to satisfy a state license is not the same as staying abreast with new government regulations, new or modified coverages, and new techniques for controlling benefit costs. Professionals need to understand the provisions, advantages, and limitations associated with each type of benefit program as a method for meeting economic security. Set yourself apart from the rest and [click here](#) to learn more about earning your REBC designation.



Medicare Advantage Certification

This comprehensive online program is designed specifically for health insurance agents and brokers, providing the required certification needed to sell Medicare Advantage Plans, as mandated by the Centers for Medicare and Medicaid Services.

Click [HERE](#) for more information.



Leading Producers Round Table

Please take a minute to look into this if you are a carrier rep OR agent/broker/producer in NJ. As an LPRT member, you will enjoy discounts to NABIP-NJ events.



LPRT (Leading Producers Round Table) is an elite group of brokers and benefit professionals alike which encourages excellence among members by recognizing their sales achievement. LPRT members demonstrate exceptional professional knowledge and outstanding client service.

For more information, click [HERE](#).

DEI&B



At the National Association of Benefits and Insurance Professionals (NABIP), belonging isn't just the first step; it's our foundation. We're building a community where every member feels they have a place and purpose. This commitment goes beyond responding to current trends; it is a fundamental responsibility and a core part of our identity. We are dedicated to creating an environment where every individual is not only acknowledged but celebrated for their unique contributions.

For more information, click [HERE](#).

Mentorship Program

The Leadership Mentor Program provides senior leadership support to new and current members professionally and in their leadership role. The mentors participating in this program have been selected for their industry knowledge, thought leadership, and the longevity of senior leadership positions within NABIP. It is the goal of the Leadership Mentor Program to develop the skills, confidence and executional ability of new leaders with the intent of future growth and alignment within the Association.

For more information, click [HERE](#).

NABIP-NJ | 908-349-0789 | info@nabip-nj.org | NABIP-NJ.org



NABIP-NJ | 312 North Avenue East, Suite 5 | Cranford, NJ 07016 US

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